



EXECUTIVE OFFICE OF THE PRESIDENT  
OFFICE OF MANAGEMENT AND BUDGET  
WASHINGTON, D.C. 20503

June 9, 1997

OFFICE OF FEDERAL  
PROCUREMENT POLICY

MEMORANDUM FOR AGENCY SENIOR PROCUREMENT EXECUTIVES  
AND THE ACTING DEPUTY UNDER SECRETARY  
OF DEFENSE (ACQUISITION REFORM)

FROM: Steven Kelman *SK*  
Administrator

SUBJECT: Electronic Catalogs On ARNet

My memorandum of March 14 discussed the significant role of electronic catalogs in meeting procurement requirements and asked that you link any catalogs your agency has developed to ARNet. The objective is to allow the buyer to easily compare multiple catalog products, prices, and delivery schedules. I am pleased that many of you have linked electronic catalogs to ARNet. The result is an even more useful tool for procurement and program people to use. The catalogs listed in ARNet now include:

*GSA Advantage On-Line Shopping Catalog*  
*Governmentwide ADP Mass Buy Contracts Home Page of NASA*  
*Defense Logistics Agency (DLA) Electronic Commerce Mall*  
*Defense Logistics Agency (DLA) On-Line Services*  
*Navy's Information Technology Electronic Catalog (ITEC) On-Line Services*  
*Department of Justice UNICOR Federal Prison Industries On-Line Shopping Catalog*  
*NIH Computer OIRM Home Page*  
*National Industries for the Blind Office Products Catalog*

Other Electronic Catalog web locations are being sought and will be added at your suggestion. To link your existing contracts which support electronic orders to the ARNet (see catalogs: <http://www.arnet.gov/References/References.html#catalog>), send an e-mail to [bruce.morris@gsa.gov](mailto:bruce.morris@gsa.gov) and identify the uniform resource locator (URL) for GSA to complete the link.

I believe it is important that we make program officials with purchase cards aware of the existence of these electronic catalogs on ARNet and of the fact that such catalogs generally accept the purchase card. Electronic catalogs are a crucial alternative to the expenditure of time, and the less advantageous prices, obtained by purchasing through retail outlets, as many people are currently doing with purchase cards. Electronic catalogs provide a mixture of convenience and superior pricing obtained from leveraging the government's buying power. I would therefore appreciate if you would share with your buying offices and program people the ARNet electronic catalog web site and ask that they look there first when considering how they will meet a requirement.